

Message Text

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41

ACTION AF-08

INFO OCT-01 ISO-00 DODE-00 EB-07 NRC-07 NSAE-00 USIA-15

TRSE-00 ERDA-07 CIAE-00 MC-02 CAB-05 DOTE-00 INR-07

CIEP-02 FAA-00 XMB-04 L-03 /068 W

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P R 061119Z OCT 76 ZDK

FM AMEMBASSY MAPUTO

TO USDOC WASHDC PRIORITY

AMEMBASSY LISBON PRIORITY

INFO SECSTATE WASHDC 5089

AMEMBASSY NAIROBI

UNCLAS MAPUTO 1143

DEPT PLEASE PASS EXIMBANK NAIROBI FOR FAA

E.O. 11652: N/A

TAGS: BEXP, EAIR, EFIN, ETRD, XMB, US, MZ

SUBJECT: MOZAMBIQUE AIRLINES WANTS PURCHASE US AIRCRAFT

REF: MAPUTO 723 (NOTAL)

SUMMARY: MOZAMBIQUE'S NATIONAL AIRLINE (DETA) WISHES TO PURCHASE TWO BOEING 707/320C AIRCRAFT, PREFERABLY FROM A US SUPPLIER, AND WITH USG FINANCING IF POSSIBLE. DETA LTEAM OF THREEH WISHES VISIT US AND EXAMINE AIRCRAFT FOR SALE. END SUMMAY.

1. EXECUTIVE DIRECTOR OF DETA, ANTONIO OREINTE BARONE, REQUESTED EMBASSY ASSISTANCE IN FACILITATING PURCHASES OF TWO BOEING 707/320C AIRCRAFT. BARONE STATED DETA WISHES LOCATE TWO SISTER AIRCRAFT WITH MINIMUM OF 15,000 HOURS TO MAXIMUM OF 30,000 ALREADY LOGGED. AIRCRAFT MUST BE "COMBI" MODELS, AS DETA WISHES USE FOR AIR CARGO AND PASSENGER SERVICE. ALSO MUST BE SISTER MODELS TO FACILITATE MAINTENANCE. BARONE STATED BOEING AIRCRAFT ARE DESIRED BECAUSE DETA JET FLEET IS ALL BOEING AND PERSONNEL ARE FAMILIAR WITH BOEING EQUIPMENT. DETA RECEIVED UNCLASSIFIED

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GREEN LIGHT FROM GPRM FOR AIRCRAFT PURCHASE.

2. DETA WISHES AIRCRAFT FOR THREE REASON: (A) DETA HAS ENDED CHARTER CONTRACT WITH TEMPAIR OF LONDON, AND HAS NO LONG RANGE AIRCRAFT. DETA WISHES EXPAND ITS ROUTES TO PROVIDE SERVICE TO EUROPE, BUT WITHOUT AIRCRAFT CANNOT NEGOTIATE RECEIPROCAL TRAFFIC RIGHTS WITH EUROPEAN AIRLINES. (B) BECAUSE OF LIMITED AIR SERVICE TO MOZAMBIQUE, DETA IS EXPERIENCING DIFFICULTY OF MOVING AIR FREIGHT, ESPECIALLY TO AND FROM EUROPE. AT TIME, AIR FREIGHT IS SHIPPED BY SEA TRANSPORTATION. (C) DETA WISHES PREPARE FOR POSSIBLE FUTURE AIR FREIGHT EXPORTS.

3. BARONE STATES DETA TEAM OF THREE IS CURRENTLY IN LISBON, AND IN ABOUT SEVEN DAYS WILL TRAVEL TO WINNIPEG AND MINNEAPOLIS TO LOOK AT THREE AIRCRAFT OWNED BY NORTHWEST ORIENT AIRLINES (NWO). AFTER EXAMINING THESE AIRCRAFT, TEAM IS PREPARED TO LLOOK AT ANY OTHER AIRCRAFT FOR SALE. TEAM INCLUDES CAPTAIN MANNUEL FERRAZ DE FREITAS, OPERATIONS MANAGER: ENGINEER ROY REBEL, TECHNICAL MANAGER: AND VINODA MAGANCAL, DEPUY FINANCIAL MANAGER.

4. IF PURCHASE OF AIRCRAFT IS MADE FROM US COMPANY, DETA WOULD APPRECIATE USG ASSISTANCE IN FANANCING PURCHASE. TOTAL OF SALE EXPECTED TO BE \$10-15 MILLION. DETA WOULD LIKE TO FINANCE OVER 5-7 YEAR PERIOD. BARONE INQUIRED ABOUT EXIM FINANCING, AND EMBOFF REVIEWED GENERAL EXIM REQUIREMENTS. BARONE STATED DETA THROUGH BANKOF MOZAMBIQUE (BM) IS PREPARED TO MAKE 10 PERCENT DOWN PAYMENT "TOMORROW, IF NECESSARY", AND BM WILL ACT AS GUARANTOR OF ANY LOAN. BARONE STATED BM WOULD SUPPLY ANY INFO NEEDED BY EXIM.

5. ACTION REQUESTED: (A) FOR USDOC DETA WAS VERY APPRECIATIVE OF DOC RESPONSE TO REFTTEL AND EARLIER ASSISTANCE PROVIDED BY BOEING IN LOCATING AIRCRAFT. REQUEST USDOC DISSEMINATE THIS INFO IMMEDIATELY TO POSSIBLE VENDORS: DETA WOULD LIKE WNY INFORMATION ON BOEING 707/320C SISTER AIRCRAFT WITH APPROXIMATELY 30,000 HOURS TO 45,000 HOURS USEFUL LIFE REMAINING. DETA NEEDS PRICES, TERMS, HOURS LOGGED, LOCWTION OF AIRCRAFT, AVAILABILITY LFOR INSPECTION BY TEAM, NAMES OF COMPANY CONTACTS. AIRCRAFT MUST BE "COMBI" MODELS DETA NOT INTERESTED IN MODELS STRICTLY CONFIGURED FOR PASSENGER SERVICE, SINCE IT NEEDS INCREASED UNCLASSIFIED

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AIR FREIGHT CAPACITY. REQUEST USDOC PROVIDE INFO TO EMBASSY FOR RELAY TO DETW AND TO EMBASSY LISBON FOR RELAY TO DETA TEAM WITH SEVEN DAYS. ALSO REQUEST REGIONAL USDOC ASSISTANCE IN MEETING TEAM AND FACILITATING VISITS TO POSSIBLE VENDORS, AND TO DISCUSS VARIOUS MEANS OF FINANCING PURCHASES.

(B) FOR EXIM BANK: PLEASE SUPPLY FOLLOWING INFO TO EMBASSY: POSSIBILITY OF FINANCING PURCHASE OF USED AIRCRAFT OF TYPE DESCRIBED THROUGH EXIM BANK: FINANCIL INFORMATION NEEDED FOR

GPRM, POSSIBLE PERIOD FOR FINANCING, CURRENT INTEREST RATES. IF
LFINANCING PARTLY DONE THROUGH COMMERCIAL BANKS, PLEASE DES-
CRIBE RELATIONSHIP OF COMMERCIAL PORTION TO TOTAL. FYI-CITY
BANK HAS INDICATED INTEREST IN PURCHASES OF THIS TYPE IN MO-
ZAMBIQUE-END FYI.

(C) FOR LISBON: DETA TEAM WILL APPLY FOR US VISAS AT EMBASSY
LISBON. ALL THREE TEAM MEMBERS CARRY MOZAMBICAN PPTS. WOULD
APPRECIATE EMBASSY LISBON EXPEDITING VISA APPLICATIONS AND
RELAYING DEPT INFO TO TEAM. SINCE TEAM TRAVEL PLANS NOT YET
FIRM, REQUEST EMBASSY LISBON INFORM USDOC OF TRAVEL PLANS OF
TEAM.)DE PREE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CIVIL AVIATION, PROCUREMENT, COMMERCIAL AIRCRAFT, BANK LOANS
Control Number: n/a
Copy: SINGLE
Draft Date: 06 OCT 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976MAPUTO01143
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760381-1076
From: MAPUTO
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19761075/aaaacmuh.tel
Line Count: 126
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION AF
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 76 MAPUTO 723
Review Action: RELEASED, APPROVED
Review Authority: blochd0
Review Comment: n/a
Review Content Flags:
Review Date: 03 MAY 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <03 MAY 2004 by DuboseBM>; APPROVED <07 JAN 2005 by blochd0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MOZAMBIQUE AIRLINES WANTS PURCHASE US AIRCRAFT
TAGS: BEXP, EAIR, EFIN, ETRD, US, MZ, XMB
To: COM
LISBON
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006